439 237 yak tails, skins of sheep, of lambs and unborn lambs, of dogs, foxes and groundhogs, more rarely skins of goats, gazelles and wolves. After New Year, for which pigs were slaughtered, they also sell pig bristles. Finally, they sell musk, field mushrooms, the chüo-ma root (Potentilla anserina) and hsiao-hsiang, a plant used in making incense candles.

439 The Chinese sell to the Fantzu: dress goods (silk and cotton), leopard skins for the men's fur coats, ornaments, weapons, kitchen utensils, especially cooking pots, needles, thread, matches, bridles with snaffle and stirrup. Tsamba is purchased from the sedentary Fantzu, often also wood. Woodenware, especially saddles, eating bowls and spoons come chiefly from the sedentary Fantzu who live in southern Kansu and northern Szechuan.

201 439 Bargaining is carried on very cautiously. The Tibetans do not come out with the price immediately, but /37/ according to a custom also widespread in China, the two parties shake hands under their long sleeves, and the price demanded of the buyer is indicated by stretching out the fingers. They keep a dead-pan expression, so that they will not betray toward one another their real feelings about the transaction. Often such a transaction in sign language is carried on not by the two partners alone; bystanders act as go-betweens or lend support to one of the two parties, but likewise only in sign language under their sleeves.

439 The Mohammedan and Chinese traders come to the tent camps of the Mewu-Fantzu. (1) But the Fantzu also often go to the

1. For details see Ekvall 4).

Chinese settlements next to the temples on the caravan road from Ho-chou to Labrang, or to the nearest Chinese cities. An important trading station for the Mewu-Fantzu is the Chinese-Mohammedan settlement next to the large monastery of He-tso; somewhat farther away and less important is the trading station near the monastery of Ka-chia-chiu-szu; a large trading center still farther away is the one near the large temple city of Labrang. The more sizeable Chinese cities visited by the Mewu-Fantzu are the district cities of T'ao-chou (the old part of the city), Ho-chou and Ning-hou. In T'ao-chou they buy chiefly metalware, for example, copper and brass kettles. Frequently the nomads bring wood with their yaks from the sedentary Fantzu of the lower areas to Ho-chou and Ning-hou, and buy goods with the money they have thus earned. The nomads